

MARKET	B&H	Merit	PARL	ALPINE	BASIC	TOTAL # OF PM STORES 25% COVG.	PER MONTH COST	B&H COST (3 MO.)	MERIT COST (3 MO.)	PARL COST (2 MO)	BASIC COST (2 MO)	ALPINE COST (1 MO)	RJR MKTS	PATRICK 10 MTH RECCO	TOTAL # OF MONTHS
TIER I (KEY AND/OR RISK MARKETS REQUIRING 8-10 MONTH BUY / MINIMUM 6 MONTH COMMITMENT)															
1H0 NEW YORK	3	3	2		2	526	51,046	153,139	153,139	102,093	102,093		1		10
4L0 CHICAGO	3	3		1	2	507	49,155	147,464	147,464		98,310	49,155	1		9
2J0 ATLANTA	3	3		1	2	614	59,582	178,747	178,747		119,165	59,582			9
2B0 WASHINGTON	3	3		1	2	362	35,066	105,197	105,197		70,131	35,066	1		9
5L0 LOS ANGELES	3	3			2	657	63,729	191,187	191,187		127,458			1	8
1I0 PHILADELPHIA		3	2	1	2	363	35,211		105,633	70,422	70,422	35,211	1		8
1G0 BUFFALO		3	2	1	2	245	23,789		71,368	47,579	47,579	23,789	1		8
2Q0 MIAMI	3		2		2	261	25,269	75,806		50,537	50,537		1		7
2C0 RICHMOND		3		1	2	595	57,667		173,000		115,333	57,667			6
2A0 BALTIMORE		3		1	2	218	21,122		63,365		42,244	21,122			6
4H0 TOLEDO		3		1	2	215	20,807		62,420		41,613	20,807			6
2O0 ORLANDO	3			1	2	561	54,417	163,251			108,834	54,417	1		6
4O0 MINNEAPOLIS		3		1	2	448	43,480		130,441		86,961	43,480	1		6
4G0 GRAND RAPIDS		3		1	2	318	30,870		92,611		61,741	30,870			6
4E0 SAGINAW		3		1	2	308	29,852		89,555		59,704	29,852			6
1J0 HARRISBURG		3		1	2	307	29,779		89,337		59,558	29,779			6
4N0 GREEN BAY		3		1	2	192	18,648		55,945		37,297	18,648			6
2M0 JACKSONVILLE	3			1	2	482	46,778	140,335			93,557	46,778	1	1	6
3A0 ST. LOUIS	3			1	2	276	26,772	80,316			53,544	26,772	1		6
4Q0 MILWAUKEE		3		1	2	212	20,540		61,619		41,080	20,540	1		6
3M0 OKLAHOMA CITY		3			2	520	50,392		151,175		100,783				5
2P0 TAMPA	3				2	536	51,992	155,976			103,984		1	1	5
3N0 DALLAS/FT. WORTH	3				2	764	74,084	222,251			148,168			1	5
2N0 PENSACOLA				1	2	464	44,984				89,968	44,984	1		3
3F0 LITTLE ROCK				1	2	348	33,708				67,415	33,708			3
2G0 GREENVILLE				1	2	299	29,003				58,006	29,003			3
2K0 BIRMINGHAM				1	2	507	49,131				98,261	49,131	1	1	3
2H0 KNOXVILLE				1	2	482	46,730				93,460	46,730	1	1	3
3D0 MEMPHIS				1	2	360	34,944				69,889	34,944	1		3
3E0 JACKSON				1	2	340	33,004				66,009	33,004	1		3
2E0 CHARLOTTE				1	2	580	56,236				112,472	56,236	1	1	3
2F0 COLUMBIA				1	2	440	42,680				85,360	42,680	1	1	3
4A0 PITTSBURGH				1	2	290	28,130				56,260	28,130		1	3
						13594		1,613,668	1,922,201	270,630	2,637,188	1,002,083	19	9	

(393,068)

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MARKET	B&H	Merit	PARL	ALPINE	BASIC	TOTAL # OF PM STORES 25% COVG.	PER MONTH COST	B&H COST (3 MO.)	MERIT COST (3 MO.)	PARL. COST (2 MO)	BASIC COST (2 MO)	ALPINE COST (1 MO)	RJR MKTS	PATRICK 10 MTH RECCO	TOTAL # OF MONTHS
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TIER II (KEY MARKETS REQUIRING A 6 MONTH BUY / MINIMUM 4 MONTH COMMITMENT)

5F0 SALT LAKE	3	3			2	256	24,784	74,351	74,351		49,567				8
1F0 SYRACUSE		3	2	1	2	174	16,854		50,561	33,708	33,708	16,854			8
1B0 BOSTON		3	2		2	516	50,004		150,011	100,007	100,007		1		7
1C0 HARTFORD		3	2		2	285	27,645		82,935	55,290	55,290		1		7
1E0 ALBANY		3	2		2	261	25,293		75,878	50,586	50,586				7
1D0 RHODE ISLAND		3	2		2	138	13,338		40,013	26,675	26,675				7
3G0 NEW ORLEANS	3			1	2	322	31,186	93,557			62,371	31,186	1		6
3K0 KANSAS CITY		3			2	255	24,759		74,278		49,519		1		5
3J0 OMAHA		3			2	227	22,019		66,057		44,038		1		5
3R0 WACO/TEMPLE	3				2	293	28,373	85,118			56,745				5
5M0 SAN DIEGO	3				2	214	20,734	62,201			41,468				5
3Q0 HOUSTON	3				2	705	68,409	205,228			136,819			1	5
4I0 INDIANAPOLIS				1	2	234	22,722				45,445	22,722	1		3
2D0 RALEIGH/DURHAM				1	2	426	41,346				82,693	41,346			3
4F0 DETROIT				1	2	362	35,090				70,180	35,090			3
2L0 SAVANNAH				1	2	315	30,531				61,062	30,531			3
4M0 PEORIA				1	2	208	20,128				40,255	20,128			3
3L0 TULSA					2	400	38,776				77,552		1		2
						5588		520,454	614,083	266,265	1,083,975	197,856	7	1	

(39,576)

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TIER III (NO UPFRONT COMMITMENT RECOMMENDED)

5D0 PORTLAND		3			2	267	25,923		77,770		51,847		1		5
5E0 DENVER		3			2	390	37,854		113,563		75,709		1		5
5H0 SACRAMENTO	3				2	304	29,464	88,391			58,928		1		5
5I0 SAN FRANCISCO	3				2	325	31,501	94,502			63,002		1		5
3H0 LAKE CHARLES	3				2	116	11,276	33,829			22,553				5
5B0 SPOKANE		3			2	318	30,846		92,538		61,692				5
5C0 SEATTLE		3			2	366	35,454		106,361		70,907		1		5
3I0 DES MOINES		3			2	280	27,184		81,553		54,369				5
4P0 SIOUX FALLS		3			2	166	16,126		48,379		32,253				5
1A0 BANGOR		3			2	294	28,470		85,409		56,939				5
2I0 NASHVILLE				1	2	342	33,150				66,300	33,150	1		3
3C0 PADUCAH				1	2	131	12,683				25,366	12,683			3
4B0 CLEVELAND				1	2	292	28,300				56,600	28,300			3
4C0 COLUMBUS				1	2	226	21,874				43,747	21,874			3
4D0 CINCINNATI				1	2	306	29,634				59,267	29,634			3
5G0 PHOENIX					2	346	33,586				67,173		1		2
4J0 LOUISVILLE					2	227	21,995				43,990				2
4K0 LEXINGTON					2	220	21,364				42,729				2
3O0 MIDLAND					2	263	25,511				51,022		1		2
3B0 SPRINGFIELD					2	198	19,182				38,364				2
5J0 FRESNO					2	201	19,521				39,043				2
3S0 SAN ANTONIO					2	434	42,074				84,148		1		2
3P0 ALBUQUERQUE					2	203	19,691				39,382				2
TOTAL TIER 3						6213		216,722	605,571		1,205,322	125,639			

TOTAL ALL TIERS

2,350,844 3,141,854 536,895

4,926,485

1,325,578

GRAND TOTAL

12,281,655

828,743

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